

Profile View

Details

Title: An Indian manufacturer of hand block printed home-furnishing textiles and apparels is looking for retailers, distributors, agents, companies under distribution services, commercial agency or manufacturing agreement

POD Reference: BOIN20200206001

Summary: An Indian manufacturer with more than 10 years of experience in hand block printed home-furnishing textile products and apparels is looking for agents, retailers, distributors under distribution services agreement or commercial agency agreement or manufacturing agreement.

Description:

An Indian company established in the year 2007, having own manufacturing setup, manufactures home linen products. Their designs are inspired by European culture and taste. The company uses ancient hand block printing technique and 100% cotton fabric to make their products.

The company manufactures all kinds of bed linen products like quilts, duvets, bed sheets, fitted sheets, throw, dohars, bed covers, cushions, shams and upholstery fabrics. Under the table linen category it has table cover, place mat, runner, napkin, kitchen towel, apron etc. The company also deals in bath towel, hand towel, face towel.

The company is also into wellness products like, copper and glass bottles, yoga bolsters, yoga mat, yoga mat bag, essential oils, organic soaps and yoga wear.

Recently, they have started producing woven garments too for catering to niche market only.

The company has agents in some of the EU countries, UK, USA, Hong Kong, Japan and Australia.

The company is interested in cooperation with retailers, distributors and agents who would like to market their products in their respective countries and maintain warehouse for fulfilling orders. The potential partnership could be a wholesale company or a retail network of home textile, home decorations, textiles, bedding sets and others who can arrange distribution of the company's products. The company offers distribution services agreement, commercial agency agreement.

The Indian company is also looking for foreign companies who would want the Indian company to manufacture their products as per their designed designs and under their label or collaboration through manufacturing agreement.

Advantages and Innovations:

The company produces sustainable products and are using pigment inks for printing. Such prints are eco-friendly confirming to international standards. All of their products are made up of 100% natural cotton fabric.

Their products are made using hand block printed fabric. They have 16 tables of hand block printing and 25 artisans to undertake the printing work. They also have facilities for screen printing, digital printing, hand embroidery, computerised embroidery, stitching, finishing, washing, packing all under one roof with a working area of approx. 50000 sq. ft. and approx. 100 people working in their premises.

The company has put in place quality checks at different stages of production. All the products are washed before dispatch and 100% quality control ensured. The Indian company is liable for any faulty piece, if found, and they replace the same with a new piece at their own cost.

The company has a social compliance vertical integrated setup in an industrial area with factory license, no-objection certificate from pollution department, fire etc. and provide social security to their employees under various schemes mandated by the government. All the employees are on pay-roll and there is no contractor in the company.

Stage of Development:

Already on the market

IPR status::

Design Rights
Exclusive Rights

Comments Regarding IPR Status:

All designs are original designs drawn by company's designers and are not copied from any brand.

Profile Origin:

Private (in-house) research

Keywords

Market Keywords: 07004001 Clothing, shoes and accessories (including jewellery)
07004003 Home furnishing and housewares

NACE Keywords: C.13.9.2 Manufacture of made-up textile articles, except apparel
C.14.1.9 Manufacture of other wearing apparel and accessories
G.46.4.1 Wholesale of textiles
G.46.4.2 Wholesale of clothing and footwear

Partner Sought

Type and Role of Partner Sought:	The potential partnership could be suitable agents, retailers, distributors or companies who would like to market their products in their respective country and maintain warehouse for fulfilling orders through distribution services agreement or commercial agency agreement. The Indian company is also looking for companies who would want them to produce their products as per their own designs and label under manufacturing agreement.
Type and Size of Partner Sought:	>500 251-500 SME <10 SME 11-50 SME 51-250
Type of Partnership Considered:	Commercial agency agreement Distribution services agreement Manufacturing agreement

Client

Type and Size of Client:	Industry SME 50-249
Year Established:	2007
Turnover (euro):	<1M
Already Engaged in Trans-National Cooperation:	Yes
Languages Spoken:	English
Client Country:	India

Dissemination

Relevant Sector Groups:	Textile and Fashion
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