

Profile View

Details

Title: Romanian traditional high quality leather shoes manufacturer is looking for distribution services and manufacturing agreements

POD Reference: BORO20210420002

Summary: A Romanian company designing, producing and commercializing its own collection of high quality leather shoes at very competitive prices is seeking foreign partners for distribution services. The company is also interested in manufacturing other companies' orders, based on manufacturing agreements.

Description: The history of the company begins in 2015, in the city of Vicovu de Sus (Suceava county), an area with tradition in this field, famous for production of natural leather shoes in North-Eastern part of Romania, and beyond. The main focus of the company is to design and create the best quality shoes, made of natural leather with high comfort and relaxation suitable to every wear.

The production system blends artisan technic with modern equipment, which results in high quality and exclusive products. From technical point of view, the company owns new equipment which incorporates innovative technologies (not older than 3 years). The main phases of the production process, respectively the pulling process are performed with top and heel pulling machines. Also, the company has qualified personnel on the entire technological flow. The products are made of carefully selected materials, the basic raw material being natural leather.

So, the company produces a wide range of footwear, both for women and men, designed for every season. The company produces casual and elegant footwear, its collections being made up of sandals, shoes, moccasins, ankle boots or boots. The production capacity of the company is about 2000-4000 pairs of shoes per month.

Currently, the shoes company sells shoes for women and men throughout Romania, but intends to expand beyond borders. For this reason, the company is looking for collaborators who can provide distribution services or partnerships with chain stores with average prices. The quality of the products, the wide range of shoes and the large production capacity are key elements that show the professionalism carried out for their activity.

The ideal partner should be an established company already sourcing fashion items (garments, shoes or accessories) to independent retailers, with a good client portfolio. Anyway, business proposals coming from companies distributing to other types of outlets will be equally welcome and professionally regarded.

In addition, the company is also willing to get production orders, under manufacturing agreements, from companies already operating in the fashion industry, such as garments or clothing manufactures, looking for ladies' or/and men shoes to complement the textile collections, or in need to expand the current product range by incorporating shoes in presentation catalogues.

The Romanian company prefers to work with its own brand in both types of agreements, distribution and manufacturing. However, it is not closed to requests for incorporating a different brand on its products, which will be studied on a case-by-case basis.

Advantages and Innovations:

- Capacity to create fashionable collections.
- Great adaptability to current sector demands, such as customization or differentiation.
- Blending of artisanal technics and modern production equipment.
- Experience and proven success in the Romanian market.
- Very competitive prices, compared to other companies with similar quality products from the European market
- Ability to find solutions to new challenges in the field.
- The quality and comfort of the shoes.

Stage of Development: Already on the market
 IPR status:: Trade Marks
 Profile Origin: Other EU programme

Attachments



men shoes with high quality leather



men shoes with high quality leather



men shoes with high quality leather



women shoes with high quality leather



men shoes with high quality leather

Keywords

Technology 03006001 Dry filling related to Footwear / Leather Technology

Keywords: 03006002 Dyes related to Footwear / Leather Technology

03006003 Tanned leather process/ Leather Technology

Market Keywords: 07002002 Clothing and shoe stores

07002003 Discount stores

07004001 Clothing, shoes and accessories (including jewellery)

07004008 Other consumer products

NACE Keywords: C.15.2.0 Manufacture of footwear

Partner Sought

Type and Role of Partner Sought:

The ideal partner would be an established company already sourcing fashion items (garments, shoes or accessories) to independent retailers with a good client portfolio. Anyway, business proposals coming from companies distributing to other types of outlets will be equally welcome and professionally regarded.

Distribution agreement:

The company wants to target new markets in partnership with a company that can offer distribution services. The targeted partners are the distribution chains whose activity is the trade of natural leather shoes.

Expansion agreement in store chains:

Also aims to promote and sell its products in store chains. The ideal partner in this sense should address a market with medium, accessible incomes, and its area of activity may be in the field of fashion (clothing, footwear accessories).

Type and Size of Partner Sought: >500
251-500
SME 11-50
SME 51-250

Type of Partnership Considered: Distribution services agreement
Manufacturing agreement

Client

Type and Size of Client: Industry SME 11-49
Year Established: 2015
Turnover (euro): <1M
Already Engaged in Trans-National Cooperation: Yes
Languages Spoken: English
Romanian
Client Country: Romania

Dissemination

Relevant Sector Groups: Creative Industries

