

## Profile View

### Details

**Title:** A Lithuanian company having some women's apparel stores is offering distribution services agreement for women's fashion related items' manufacturers

**POD Reference:** BRLT20200508001

**Summary:** The Lithuanian company creating dresses for women and girls and selling them in own stores wants to broaden its assortment. Therefore the company is looking for manufacturers of women's and girls' dresses, blouses, t-shirts, skirts, tights, handbags, other women's fashion related accessories from Europe. The company is offering a distribution services agreement.

**Description:** The Lithuanian company, successfully operating since 2015, is creating and manufacturing dresses for women and girls. The product line includes all kinds of dresses: romantic, classic, elegant, professional, and casual with possible sizes: women's dresses - 34-46 (XS-XXL) and girls' dresses - 86-146 cm. The manufacturer has its own brand name with the stable growing popularity and 7 its brand name stores in the largest Lithuanian shopping malls.

The company would like to add some new products to the assortment, therefore, it is looking for manufacturers of:

- Tights. The company is interested in nylon, nylon-cotton, colored, classic and patterned tights between 10-250 denier for ladies and kids.
- Women's handbags, belts, wallets, gloves (natural leather, leather substitute).
- Women's dresses and girls' dresses (possible style: romantic, classic, elegant, professional, casual).
- Women's blouses, t-shirts, skirts.
- Women's shoes (leisure style mostly).
- Accessories (stylish scarves, beach scarves, etc.)

Products should be dedicated basically for clients with medium to slightly above average income (the company is not interested in premium category items).

The company has good knowledge of a local market and is offering to work under a distribution services agreement. Potential partners should be Europeanian manufacturers of the above-mentioned products willing to enter the Lithuanian market.

**Advantages and Innovations:**

- Stable growing company since 2015.
- Own network of 7 brand name shops in the largest local shopping malls and the aim to expand more.
- Deep awareness and knowledge of the customers' needs.
- Good knowledge of a local market.
- Experience in international cooperation.
- Company's employees are professionals in the field.

**Technical Specification or Expertise Sought:**

Products should be modern, perfect quality, medium price range, and not sold by other distributors in Lithuania.

**Stage of Development:**

Already on the market

**IPR status::**

Secret Know-how

**Keywords**

Market Keywords: 07004001 Clothing, shoes and accessories (including jewellery)

NACE Keywords: C.14.1.9 Manufacture of other wearing apparel and accessories

G.46.4.2 Wholesale of clothing and footwear

**Partner Sought****Type and Role of Partner Sought:**

The Lithuanian company is looking for women's and girls' dresses, tights, women's blouses, t-shirts, skirts, women's shoes, handbags, other accessories manufacturers from Europe who did not enter a Lithuanian market yet and who are really interested in selling products there.

The company is offering sales in its stores net and support and is seeking to work under a distribution services agreement.

The possible partner should be: reliable, quick in communication with the aim of long-term cooperation.

Products should be of perfect quality, medium price range, and not sold by other distributors in Lithuania. There should be no minimum order quantity. Delivery term – 14 days maximum.

Type and Size of SME <10

Partner Sought: SME 11-50

SME 51-250

Type of  
Partnership      Distribution services agreement  
Considered:

## Client

Type and Size of  
Client:      Industry SME 11-49  
Year Established: 2015  
Turnover (euro): 1 - 10M  
Already Engaged  
in Trans-National      Yes  
Cooperation:  
Languages      English  
Spoken:      Lithuanian  
                     Russian  
Client Country: Lithuania

## Dissemination

Relevant Sector      Textile and Fashion  
Groups:      Women entrepreneurship

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